

Message Text

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53

ACTION EUR-12

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FM AMEMBASSY STOCKHOLM

TO USDOC WASHDC

INFO SECSTATE WASHDC 4916

AMEMBASSY COPENHAGEN

AMEMBASSY HELSINKI

AMEMBASSY OSLO

UNCLAS STOCKHOLM 2903

FOR BIC/OIM

E.O. 11652: N/A

TAGS: BEXP, SW

SUBJECT: PROCURMENT AVIONICS SHOW

REF: KIRBY/BARRETT LETTER

1. INITIATING PROCURMENT STC FINDS THAT ALL COMPANIES EXCEPT, HEWLETT-PACKARD, IDENTIFIED AS "COOPERATORS" IN OUR USDOC 2811 ARE REPRESENTED BY ONE LOCAL AGENT, AB G. BRANDT & CO.

2. AB G. BRANDT & CO. HAS EXPRESSED INTEREST IN PARTICIPATING FOR AEROCOM, INC., MIAMI, FL; SPERRY FLIGHT SYSTEMS, PHOENIX, AZ; WILCOX, INC., KANSAS CITY, KS. ALL THREE IDENTIFIED AS "COOPERATORS". IN ADDITION THEY HAVE EXPRESSED SPECIFIC INTEREST IN PARTICIPATING FOR SERVO INC., HICKSVILLE.

3. AB G. BRANDT & CO. ALSO REPRESENTS KOLLSMAN INSTRUMENT AND FAIRCHILD WHICH HAVE BOTH BEEN IDENTIFIED AS "COOPERATORS". THEIR INTEREST IN REPRESENTING THESE COMPANIES IS PRESENTLY UNCERTAIN.

4. AT THIS STAGE STC FEELS THAT IT WILL BE IMPOSSIBLE TO
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ACHIEVE A REPRESENTATIVE PARTICIPATION BY THESE IMPORTANT

COMPANIES THROUGH AND FINANCED BY THE LOCAL AGENT.

5. AS A FIRST STEP OIM IS REQUESTED CONTACT WILCOX AND AEROCOM TO SIGN THEM UP AS "COOPERATORS" DIRECTLY IF PERMISSIBLE OR ALTERNATIVELY ESTABLISH IF THEY ARE WILLING TO SUPPORT AGENT WITH FULL OR PARTIAL CONTRIBUTION. URGENT REPORT ON REACTION ESSENTIAL FOR OUR CONTINUED PROCUREMENT EFFORTS IN THIS CASE.

6. EQUALLY IMPORTANT IS OIM'S ADVICE WHETHER STC MAY OFFER THIS AGENT A MULTI-ACCOUNT PARTICIPATION AFTER ALL OTHER PROCURMENT COMBINATIONS HAVE BEEN TRIED.
STRAUSZ-HUPE

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